## **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

OMB APPROVAL OMB Number: 3235-0123 Expires: September 30, 1998 Estimated average burden

hours per response . . . 12.00



RECEIVED

SEC FILE NUMBER

MAR 0 5 2002



## **FACING PAGE**

Information Required of Brokers and Dealers Pursuant Securities Exchange Act of 1934 and Rule 17a-5 Thereupole

REPORT FOR THE PERIOD BEGINNING.	01-01-01	AND ENDING	12-31-01
ALL ON TON THE LEAD BEST WING	MM/DD/YY		MM/DD/YY
A. RE	GISTRANT IDENT	TIFICATION	
NAME OF BROKER-DEALER: JOEL F	OY MARCINIAK		
d/b/a	JOMAR SERVICES	3	OFFICIAL USE ONLY
<u> </u>			FIRM ID. NO.
ADDRESS OF PRINCIPAL PLACE OF BUS	INESS: (Do not use P	.O. Box No.)	
10555 U.S. 23 SOU	TH		
	(No. and Street)		
OSSINEKE	MI		49766
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF P	ERSON TO CONTAC	r in regard to th	HIS REPORT
JOEL ROY MARCINIA	AK .		(989) 471-5258
			(Area Code — Telephone No.)
B. ACC	COUNTANT IDEN	TIFICATION	
INDEPENDENT PUBLIC ACCOUNTANT W	hose opinion is contain	ned in this Report*	
	Y, ILSLEY & LA		
(Nar	ne — if individual, state last, firs	t, middle name)	DDA
P.O. I	BOX 738 ALPEN	IM	PROCESSED 707
(Address)	(City)	(State)	MAR 2 2 2002 Zip Code)
CHECK ONE:		<b>(</b>	THOMSON
☐ Certified Public Accountant	e S	- Land 1987	FINANCIAI
<ul><li>☐ Public Accountant</li><li>☐ Accountant not resident in United</li></ul>	States or any of its po	ossessions.	
	FOR OFFICIAL USE (	ONLY	

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid ONB control number.

<sup>\*</sup>Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### OATH OR AFFIRMATION

ROY MARCINIAK , swear (or affirm) that, to the	JOEL ROY MARCI
edge and belief the accompanying financial statement and supporting schedules pertaining to the firm of	st of my knowledge and belief t JOMAR SERVICES
	DECEMBER 31
proprietor, principal officer of director has any proprietary interest in any account classified soley as that of	r any partner, proprietor, princip customer, except as follows:
,	
TRINCIPAL BROKER/DEACER	
PRINCIPAL BROKERIDEACER	
unagola	Phabunas
Notary Public ELIZABETH A. LISKE Notary Public, Alpena County, Mi	

This report\*\* contains (check all applicable boxes):

- (a) Facing page.
- (b) Statement of Financial Condition.
- (c) Statement of Income (Loss).
- (d) Statement of Changes in Financial Condition.
- (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.

My Commission Expires Nov. 8, 2005

- ☑A (f) Statement of Changes in Liabilities Subordinated to Claims of Creditors.
- (g) Computation of Net Capital
- (h) Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- ☑A (i) Information Relating to the Possession or control Requirements Under Rule 15c3-3.
- (j) A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- ☑A (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- (I) An Oath or Affirmation.
- (m) A copy of the SIPC Supplemental Report.
- (n) A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

## CONTENTS

	•	<u>Page</u>
INDEPENDENT AUDITORS' REPORT		1
FINANCIAL STATEMENTS		
Statement of financial condition		2
Statement of changes in sole proprietor's equity		3
Statement of income		4
Statement of cash flows		5
Notes to financial statements		6



STRALEY, ILSLEY & LAMP P.C.

2106 U.S. 23 SOUTH, P.O. BOX 738 ALPENA, MICHIGAN 49707 TELEPHONE (989) 356-4531 FACSIMILE (989) 356-0494

TAX, AUDIT AND BUSINESS CONSULTANTS

RETIRED GORDON A. NETHERCUT, C.P.A. CARL R. REITZ, C.P.A. WARREN W. YOUNG, C.P.A.

PHILIP T. STRALEY, C.P.A.
ROBERT D. ILSLEY, C.P.A.
BERNARD R. LAMP, C.P.A.
MARK L. SANDULA, C.P.A.
TERRENCE D. YULE, C.P.A.
JAMES E. KRAENZLEIN, C.P.A.
SHANNA M. JOHNSON, C.P.A.
DONALD C. LEVREN

#### INDEPENDENT AUDITORS' REPORT

Mr. Joel Roy Marciniak d/b/a JOMAR Services Ossineke, Michigan

We have audited the accompanying statement of financial condition of **Joel Roy Marciniak**, **d/b/a JOMAR Services**, as of December 31, 2001 and 2000, and the related statements of income, changes in sole proprietor's equity, and cash flows, for the periods then ended. These financial statements are the responsibility of the owner. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **Joel Roy Marciniak**, **d/b/a JOMAR Services**, as of December 31, 2001 and 2000, and the results of its operations and its cash flows for the periods then ended in conformity with generally accepted accounting principles.

Straley, Ilsley & Yamp

January 28, 2002

## STATEMENT OF FINANCIAL CONDITION

		December 31		
		2001	2000	
ASSETS				
CURRENT ASSETS				
Cash	•	\$ 2,433,46	\$ 605.18	
Regular account		Ψ,	8,061.01	
Certificate of deposit  Total cash		<u>8,506.16</u> 10,939.62	8,666.19	
Commissions receivable	•	306.57	719.65	
Total current assets		11,246.19	9,385.84	
Total current assets	4	11,240.19	9,300.04	
FIXED ASSETS				
Furniture and equipment (net of				
accumulated depreciation of				
\$4,873.84)		<del>_</del>	<del>_</del>	
Total fixed assets				
	e .	\$ <u>11,246.19</u>	\$ <u>9,385.84</u>	
LIABILITIES AND OWNER'S EQUITY		·		
LIABILITIES				
Accrued expenses		\$ -	\$ -	
	* * * * * * * * * * * * * * * * * * *			
OWNER'S EQUITY				
Equity of Joel Roy Marciniak	e e e e e e e e e e e e e e e e e e e	11,246.19	9,385.84	
		\$ <u>11,246.19</u>	\$ <u>9,385.84</u>	

## STATEMENT OF CHANGES IN SOLE PROPRIETOR'S EQUITY

OWNER'S EQUITY - December 31, 1999	\$	12,493.43
Owner's contributions for the year ended December 31, 2000		0
Net income for the year ended December 31, 2000		83,122.41
Owner's withdrawals for the year ended December 31, 2000		(86,230.00)
OWNER'S EQUITY - December 31, 2000		9,385.84
Owner's contributions for the year ended December 31, 2001		0
Net income for the year ended December 31, 2001		90,045.97
Owner's withdrawals for the year ended December 31, 2001	_	(88,185.62)
OWNER'S EQUITY - December 31, 2001	\$	11,246.19

## STATEMENT OF INCOME

	Year Ended	Year Ended December 31		
	2001	2000		
NET COMMISSION INCOME	\$ <u>119,856.16</u>	\$ <u>111,040.02</u>		
OPERATING EXPENSES				
Accounting and legal	820.00	850.00		
Advertising	2,500.00	1,638.00		
Bank service charges	141.71	95.18		
Broker fees	1,596.64	549.88		
Dues and publications	597.00	1,106.14		
Employee costs	2,727.18	1,499.64		
Office expense	316.58	59.00		
Postage	1,470.12	1,397.75		
Contributions	231.00	180.00		
Rent	19,500.00	20,775.00		
Taxes, licenses and bonds	<u>355.11</u>	<u>114.66</u>		
Total operating expenses	<u>30,255.34</u>	28,265.25		
Operating income	89,600.82	82,774.77		
Interest income	445.15	347.64		
NET INCOME	\$ <u>90,045.97</u>	\$ <u>83,122.41</u>		

## STATEMENT OF CASH FLOWS

	Year Ended D	Year Ended December 31			
	2001	2000			
OPERATING ACTIVITIES  Net income  Adjustments to reconcile net income to net cash provided by operating activities	\$ 90,045.97	\$ 83,122.41			
Change in commissions receivable	413.08	2,825.38			
Net cash provided by operating activities	90,459.05	85,947.79			
FINANCING ACTIVITIES Owner's withdrawals	(88,185.62)	(86,230.00)			
NET CHANGE IN CASH	2,273.43	(282.21)			
CASH - beginning of year	<u>8,666.19</u>	8,948.40			
CASH - end of year	\$ <u>10,939.62</u>	\$ <u>8,666.19</u>			

#### NOTES TO FINANCIAL STATEMENTS

December 31, 2001 and 2000

#### NOTE 1. FINANCIAL ENTITY

The financial statements include the assets, liabilities, equity, and transactions of Joel Roy Marciniak, d/b/a JOMAR Services, a registered broker-dealer and accordingly do not refer to personal or any other financial information which may be pertinent to Joel Roy Marciniak.

#### NOTE 2. SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared on the accrual basis of accounting. Fixed assets are recorded at cost if purchased or estimated fair market value if contributed by the owner. Depreciation is recorded on the straight-line method over a 10 year life.

#### NOTE 3. INCOME TAXES

Income taxes have not been recorded on the statement of income since the owner is responsible for such taxes on a personal level.

#### NOTE 4. RELATED PARTY TRANSACTIONS

Office space is shared with another business owned by Joel Roy Marciniak on a month to month basis. Rent expense was \$19,500.00 and \$20,775.00 for 2001 and 2000, respectively.

Similarly, wages and payroll taxes for a shared employee are reimbursed to a related business and amounted to \$3,082.29 and \$1,614.30 for 2001 and 2000, respectively.

#### NOTE 5. USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### NOTE 6. ADVERTISING

Advertising expenses are charged against income as incurred. Advertising expenses were \$2,500.00 and \$1,638.00 for 2001 and 2000, respectively.

## COMPUTATION OF NET CAPITAL

		December 31			
	2001	2000			
Total owner's equity from Statement of Financial Condition	\$ 11,24	<b>6.19</b> \$ 9,385.84			
Nonallowable Assets  Net furniture and equipment  Potential for penalty for early  withdrawal on certificate of		· -			
deposit	(34	<u>(34.47)</u>			
Net capital	\$ <u>11,211</u>	L <b>.72</b> \$ 9,351.37			

## COMPUTATION OF BASIC NET CAPITAL REQUIREMENT

		December 31		
	<del></del>	2001	-	2000
Minimum net capital requirement	\$	5,000.00	\$	5,000.00
Net capital - Schedule 1		11,211.72		9,351.37
Excess net capital	\$	6,211.72	\$	<u>4,351.37</u>

## RECONCILIATION OF COMPUTATION OF NET CAPITAL

	December 31			
		2001		2000
Net capital as reported on Focus Report - Part IIA, Computation of Net Capital	\$	11,213.00	\$	9,351.00
Rounding		(1.28)		.37
Net capital - Schedule 1	\$	11,211.72	\$	9,351.37



## STRALEY, ILSLEY & LAMP P.C.

2106 U.S. 23 SOUTH, P.O. BOX 738 ALPENA, MICHIGAN 49707 TELEPHONE (989) 356-4531 FACSIMILE (989) 356-0494

TAX, AUDIT AND BUSINESS CONSULTANTS

RETIRED GORDON A. NETHERCUT, C.P.A. CARL R. REITZ, C.P.A. WARREN W. YOUNG, C.P.A.

PHILIP T. STRALEY, C.P.A.
ROBERT D. ILSLEY, C.P.A.
BERNARD R. LAMP, C.P.A.
MARK L. SANDULA, C.P.A.
TERRENCE D. YULE, C.P.A.
JAMES E. KRAENZLEIN, C.P.A.
SHANNA M. JOHNSON, C.P.A.
DONALD C. LEVREN

Mr. Joel Roy Marciniak d/b/a JOMAR Services Ossineke, Michigan

In conjunction with our Independent Auditors' Report dated January 28, 2002, concerning our audit of your December 31, 2001 and 2000 Financial Statements, it is our opinion that the income reported on the Financial Statements is consistent with your claim for exclusion from membership in the Securities Investor Protection Corporation as filed on Form SIPC-3 dated January 2, 2002.

Straley, Ilsley & Tamp

January 28, 2002



STRALEY, ILSLEY & LAMP P.C.

2106 U.S. 23 SOUTH, P.O. BOX 738 ALPENA, MICHIGAN 49707 TELEPHONE (989) 356-4531 FACSIMILE (989) 356-0494

TAX, AUDIT AND BUSINESS CONSULTANTS

RETIRED GORDON A. NETHERCUT, C.P.A. CARL R. REITZ, C.P.A. WARREN W. YOUNG, C.P.A.

PHILIP, T. STRALEY, C.P.A.
ROBERT D. ILSLEY, C.P.A.
BERNARD R. LAMP, C.P.A.
MARK L. SANDULA, C.P.A.
TERRENCE D. YULE, C.P.A.
JAMES E. KRAENZLEIN, C.P.A.
SHANNA M. JOHNSON, C.P.A.
DONALD C. LEVREN

Mr. Joel Marciniak d/b/a JOMAR Services Ossineke, Michigan

We have conducted an audit of your Financial Statements for December 31, 2001 and 2000, and reported the results of that audit in our Independent Auditors' Report dated January 28,2002. Concurrent with the performance of the audit, we examined the accounting system in regards to any material inadequacies which may have existed. No material inadequacies were found.

Straley, Ilsley & Tamp

January 28, 2002